



News from the Frontier of Innovation

December 1999

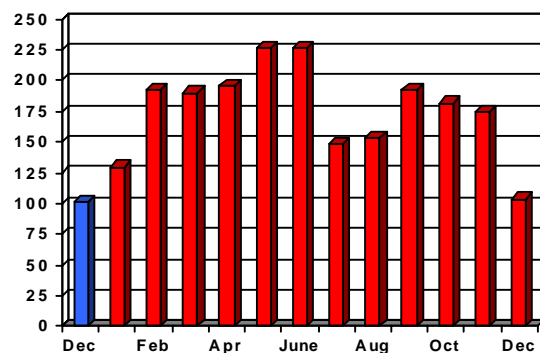
Monthly Activity Report from the Loudoun County Department of Economic Development

New Prospect Activity:

Prospect activity for the month of December:

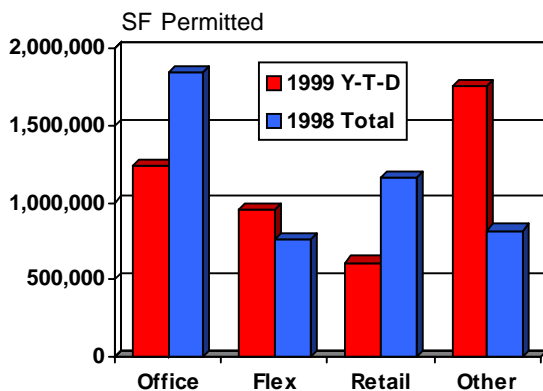
- @ Received 15 requests for general information
- @ Delivered 19 Packages/Presentations
- @ Worked with 10 new and 60 on-going prospects

Total Prospect Activity
December 1998 - December 1999



New Construction Activity:

Nonresidential Construction
1998 Total and 1999 through November



Through November 1999, the County has permitted a total of 4,564,309 square feet of nonresidential construction. The year-to-date value of new buildings (\$215,294,198) and alterations (\$61,399,281) totals over \$276.6 million.

Loudoun County permitted 430,981 square feet of construction during the month of November:

- 🔨 Office - 164,405 SF (64,800 SF last month)
- 🔧 Flex/Industrial - 79,502 SF (73,300 SF last month)
- 🔨 Retail - 97,544 SF (0 SF last month)
- 🔧 Other - 89,530 SF (76,853 SF last month)
- 🔨 Taxable - 430,981 SF (214,953 SF last month)
- 🔧 Route 28 - 244,364 SF (179,700 SF last month)

Announcements:

New Businesses

🔊 **Hockey North America** has purchased 3,500 square feet at Shepard Industrial Park. Hockey North America is an association which organizes leagues and sells hockey-related merchandise. This business brings 7 new jobs to Loudoun.

🔊 **Dunbar Armored, Inc.**, an armored car service, has a new address along Indian Creek Drive in Dulles. The company has leased 13,000 square feet and brings 30 new jobs.

🔊 **Beckwith's Inc.** has co-located with Reston-Lloyd in TransDulles to manage its distribution network. The business brings 1 new job to Loudoun.

Existing Businesses Expansions

🔊 **Tellabs, Inc.** has purchased 5 additional acres at University Center for an expansion projected to be completed in 2001.

🔊 **National Association of Letter Carriers** announced a ten year renewal of their lease at Loudoun Square.

🔊 **NLX, Inc.** (previously known as Intelx Inc.), a company in the flight simulation industry, has announced a 21,600 square feet expansion in TransDulles. This expansion welcomes 30 new jobs to Loudoun.

🔊 **Alpha Corp.**, an engineering and management consulting firm, has consolidated two locations into a 15,000 square foot space in Dulles along Ridge Top Circle. New hires for Loudoun equals 25.

🔊 **Computer Sciences Corp.** has expanded by 26,608 square feet and welcomes 200 new employees. This aerospace company located in Loudoun Gateway occupies over 71,000 square feet and employs 500 people.

🔊 **As a preview ...**

Expect to hear of ***recently completed transactions that the Department has not publicly announced.*** These new additions to Loudoun's corporate portfolio all share a technology orientation. We look forward to bringing you the exciting news in future editions.

Noteworthy:

🔊 The County presented service awards to Lou Nichols for 5 years and Pam Treadwell for 20 years. Congratulations!

During the month of December:

🔊 Coordinated the Board of Supervisors' recognition of the Loudoun Chamber of Commerce's 1999 Small Business Award Winners.

🔊 DED met with two of Loudoun County's banks to gain an understanding of how each of the banks seeks to uniquely serve Loudoun's businesses.

🔊 DED attended a brokers luncheon hosted by Xerox Realty Company. Xerox Realty took this opportunity to promote development opportunities at Lansdowne.

🔊 On December 20, Greater Washington Initiative hosted a year-end program. Featured highlights for year 2000 initiatives included, the unveiling of an image campaign for branding the region.

The Department of Economic Development wishes you and yours the best for the New Year.